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FMI MARKETECHNICS
Epson Booth # 610****CONTACT:****Angela Diffly
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adiffly@stephenz.com****EPSON ANNOUNCES EIGHT NEW TransScan™ CERTIFIED PARTNERS
Partners Qualify to Resell Epson Digital Check Imaging Technology**

Washington, DC, February 13, 2005 – Today at the FMI Marketechnics show Epson, the leading supplier of POS technology solutions, announced eight additional partners who are now qualified to sell and support its digital check imaging technology. The TransScan Certification Program equips partners to sell, install, support and service a complete electronic check conversion (ECC) solution built around the Epson TransScan digital check imaging POS printer.

The newly certified partners include eight resellers, Carroll Business Systems, Cash Register Sales & Service, Cash Register Systems, Dell, PC America, Quality Retail Systems, CORE Business Technologies, and OPENFIELD Solutions.

“As interest in ECC increases, more partners are becoming qualified to sell and support this cost-saving technology,” said Bud Weist, Vice President of sales and marketing, Epson System Device group. “Epson’s digital check imaging, or TransScan, saves retailers millions of dollars, minimizing liability and deterring fraud. By becoming TransScan certified, partners broaden their POS offerings with a new solution with tremendous value.”

Certification Benefits

TransScan certification provides distributors, resellers, and OEMs the ability to sell a solution with an excellent ROI, while enhancing growth and market leadership. Because implementing ECC with TransScan requires a seamless end-to-end solution involving hardware, software, the retailer, check conversion service providers and the bank, the program was designed to ensure that partners have the infrastructure, expertise and training to successfully install and implement a complete solution.

Certification Requirements

The eight newly certified partners completed an extensive program, which included:

- Development of a business plan and infrastructure to support ECC as total solution
- Completion of sales and technical series training courses and exams
- Validation of technical support, integration infrastructure and quality assurance standards
- Availability of service offerings from Epson, the reseller, or third party
- Dedicated sales and technical support staff

New TransScan Certified Partners

The following partners have been certified to resell Epson's TransScan digital check imaging product as part of their POS solution offering:

Carroll Business Systems – With over 80 years in business in Southwest Missouri, Carroll is a third-generation POS dealership with high-level competencies in grocery, hospitality, and general retail implementation with 24/7 service and support resources. www.cbposgroup.com

Cash Register Sales & Service – Established in 1965, CRS's primary business is the sale, service, and support of POS systems, offering best of breed products to grocery, hospitality, and specialty retail. www.crsgroup.com

Cash Register Systems – Cash Register Systems has been in business since 1975, with emphasis on grocery POS systems with a secondary focus in hospitality.

Dell – Started in 1984 by Michael Dell to sell custom built printers, Dell now offers solutions for the POS retail market, which is a natural extension of Dell's enterprise business. www.dell.com

PC America – Established in 1990 with expertise in retail and restaurant POS with experience in asset racking and payment processing. www.pcamerica.com

Quality Retail Systems – Founded in 1989, QRS is an approved vendor for NY state agencies. QRS sells and services POS systems to hospitality, grocery, banking and government industries. www.qrs1.com

CORE Business Technologies – Solutions integrator for payment processing, cashiering, networking, and document management. Services include network design, wiring, installation, backup and recovery, systems migration and integration, and network security and management. www.corebt.com

OPENFIELD Solutions – Retail industry independent developer, integrator, and supporter of best in class solutions for North American retail chains, with professional services and support programs offered to supermarket and general merchants. www.openfieldsolutions.com

For more information on the TransScan Certification Program, how to apply for certification, or how to find a TransScan Certified partner, contact your Epson representative or go to the business partner section of www.pos.epson.com.

About Epson

Epson offers an extensive array of POS printers and transaction terminals for the retail, hospitality, supermarket and banking markets. Founded in 1975, Epson America, Inc. is the U.S. affiliate of Japan-based Seiko Epson Corporation, a global manufacturer and supplier of high-quality technology products that meet customer demands for increased functionality, compactness, systems integration and energy efficiency. Epson America, Inc. is headquartered in Long Beach, California. For more information, please visit www.pos.epson.com.

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